



USDA Foreign Agricultural Service

# GAIN Report

Global Agriculture Information Network

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## Bahamas, The

### HRI Food Service Sector

### Annual Report

### 2007

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**Report Highlights:**

As the tourism sector continues to expand and disposable incomes steadily increase, the Bahamas' food service sector maintains its status as one of the top markets in the Caribbean for U.S. food exports. While 86% of the tourists to the Bahamas are Americans, there is a strong preference for U.S. products in the Bahamas' food service outlets. There is also a strong appeal for U.S. products among the local patrons at Bahamian restaurants. This is primarily due to the ever-present influence of American lifestyle and culture on Bahamians. In 2005, the Bahamas imported nearly \$388 million in food products, of which the United States had nearly a 90+ percent market share in all major product categories.

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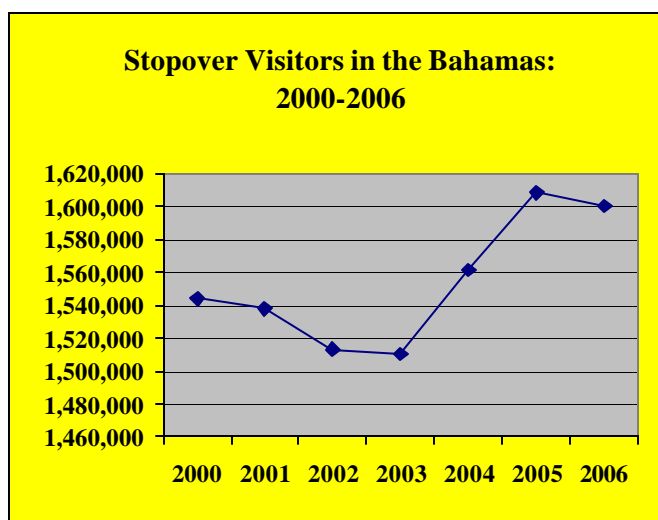
Includes PSD Changes: No  
Includes Trade Matrix: No  
Annual Report  
Miami [C11]  
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**SECTION I: MARKET SUMMARY**

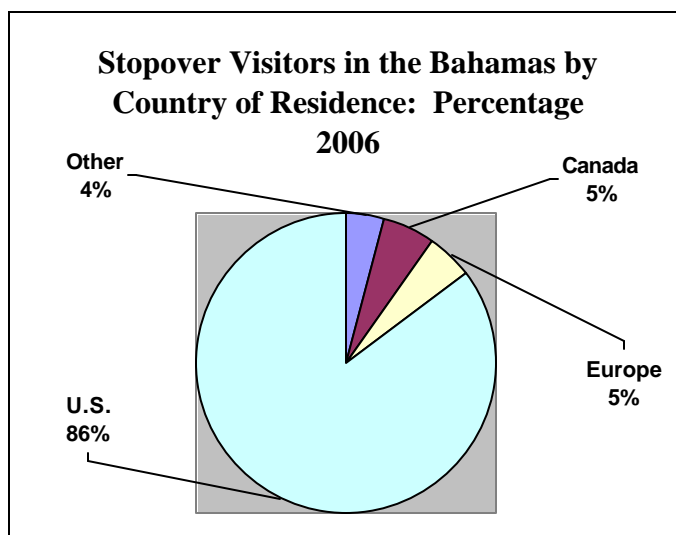
The Bahamas is an archipelago of over 700 islands located off the southeast coast of Florida. Although only about thirty of the islands are populated, over 300,000 people are permanent residents of the Bahamas. Most of the population resides near the capital, Nassau, on the island of New Providence. The Bahamian per capita gross domestic product (GDP) of \$21,600 purchasing power of parity (PPP) is among the highest in the Caribbean (2006 est.). With the continual increase of disposable incomes in the Bahamas, in addition to the ever-present influence of American lifestyle and culture on Bahamians, nationals are dining out more frequently.

In addition, tourism, which constitutes over 50 percent of the national GDP, is a main driver of the food service market in the Bahamas. The Bahamas' proximity to the United States, and other Caribbean islands, offers tourists a bargain in air/sea fare and provides a very popular fishing ground for Florida boaters. While the high season of most Caribbean islands is from Thanksgiving to Easter, the popularity of the resorts and fishing in the Bahamas extends the tourist season from Thanksgiving to the end of August.

While the Bahamas experienced a decline in tourism after the September 11<sup>th</sup> terrorism attacks, it is important to note that the economic downturn and decline in travel after 9/11 were not as hard hitting to the Bahamas as with other tourist destinations around the world, and by 2003, tourism began to pickup. In 2006, an estimated 1.6 million stopover visitors visited the Bahamas (tourists who are on an island for over 24 hours are considered "stop-over" visitors). The 0.5 percent decrease in total stopover visitors from 2005 to 2006 is due to a slight decline in visitors from the United States and Europe. Nevertheless, tourists from the United States accounted for the largest share of stopover visitors in 2006 with an estimated 86 percent market share. Moreover, total stopover visitor expenditures reached \$1.1 billion in 2006 (Bahamas Ministry of Tourism). Because meals are a necessity for stopover tourists, they account for a large share of the dollars spent by tourists. It is estimated that approximately 10-15 percent of total tourist expenditures is spent on food and beverage.

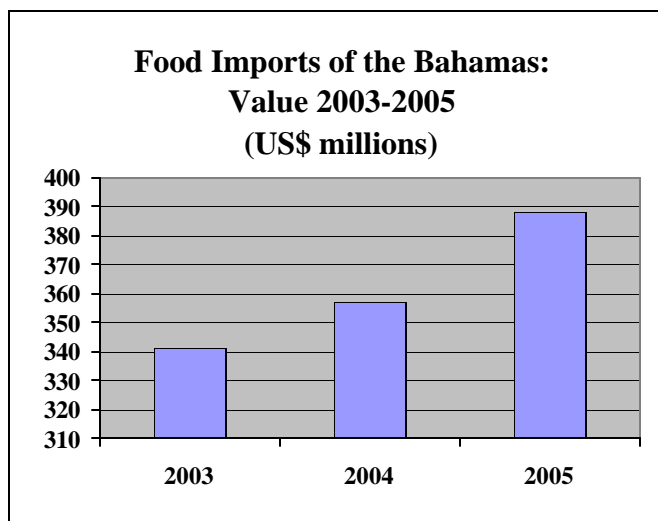


Source: Bahamas Ministry of Tourism



Source: Bahamas Ministry of Tourism

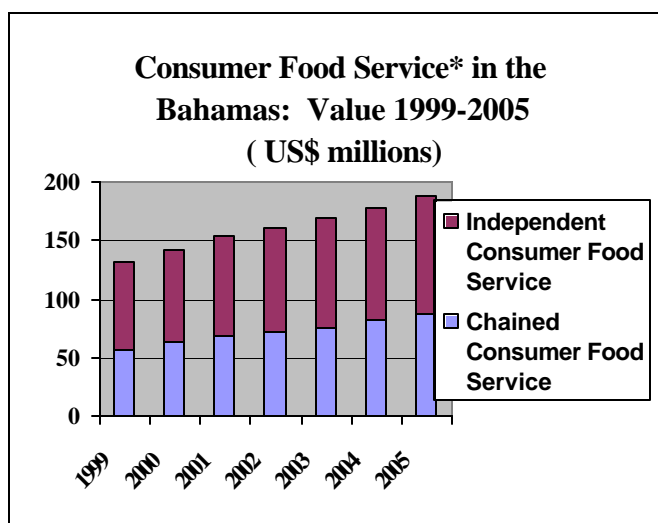
The lack of arable land for farming to support the food consumption of the local population and tourists has led to the importation of over 80 percent of the Bahamas' agricultural needs. In 2005, the Bahamas food imports were valued at approximately \$388 million, a 9 percent increase from the previous year (Bahamas Department of Statistics). Of the total amount of consumer-oriented food products imported into the Bahamas, approximately 30 to 40 percent is directed toward the hotel, restaurant, and institutional (HRI) food service sector, while the remaining 60 to 70 percent is channeled toward the retail sector.



Source: Bahamas Department of Statistics

The hotel sub-sector makes up roughly 65 percent of the total HRI market, followed by the restaurant sub-sector at 32 percent, and the institutional sub-sector at 3 percent. There are over 280 hotels, and nearly 15,000 hotel rooms in the Bahamas. Moreover, there is a wide array of restaurants located on the larger islands of the Bahamas. New Providence and Grand Bahama alone, boast more than 430 restaurants. In addition, there are over 20 companies that provide institutional catering services in the Bahamas. While there is no data available on the value and growth of the individual HRI sub-sectors, according to Euromonitor International, the Bahamas' total consumer food service sector was valued at \$188.4 million dollars in 2005, a 6 percent growth from 2004. Independent food service

establishments contributed approximately 54 percent of the total value of sales, while chained establishments contributed around 46 percent.



\*Consumer food service is composed of cafés/bars, full-service restaurants, fast food, 100 percent home delivery/takeaway, self-service cafeterias and street stalls/kiosks.

Source: Euromonitor International

| Overview of the Market Advantages and Challenges Facing U.S. Exporters in the Bahamas                    |  |
|--|--|
| Advantages   | Challenges   |
| The United States supplies approximately 98 percent of food products imported for the HRI sector.        | In an effort to promote the use of local agricultural and food products, the Bahamian government uses a licensing system on the import of goods such as whole poultry and fresh produce. |
| Approximately 86 percent of stopover tourists are from the United States.                                | Importers already carry many major U.S. brands.  |
| Locals are exposed to television from the United States and the commercials for American products.       | Although the United States has a dominant market share, Canada and Europe offer competitive prices for similar quality products.   |
| A wide range of restaurants and menus, to meet demands of tourists, requires a wide variety of products. | Large resorts and restaurant chains typically go through their corporate headquarters (the majority of which are located in the United States) to import products.                       |

## SECTION II. ROAD MAP FOR MARKET ENTRY

### A. ENTRY STRATEGY

U.S. exporters interested in entering the HRI food service market in the Bahamas should begin by contacting local importers (which also typically serve as wholesalers/distributors). Local importers have wide market access for imported products, have relatively large

warehouse facilities which are computerized and mechanized, and possess their own fleets of trucks and vans for distribution. Most importers carry a full line of fresh, frozen, and dry products, while a few of the importers specialize in providing fresh produce, seafood, and alcoholic beverages.

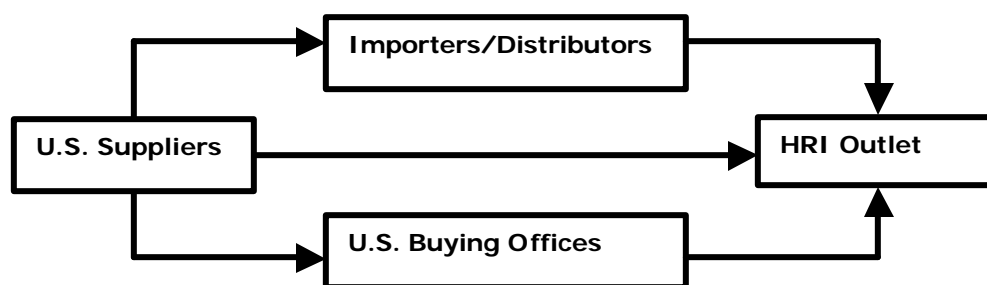
The Bahamas' food and beverage importers are primarily located on the islands of New Providence and Grand Bahama. While there are approximately 30 importers of food and beverage products on these two islands, a handful of major importers dominate the distribution chain in the Bahamas' HRI sector.

Due to the geographic proximity of the United States, U.S. food products represent the majority of the foreign food products imported into the Bahamas. Bahamian importers have a lot of experience dealing with U.S. companies and have extensive knowledge of the U.S. food export system. Importers hold U.S. products in high regard with respect to quality, price, and packaging.

The main method of preferred contact is through e-mail. If the importer is interested in your product, they will usually schedule an in-office appointment to talk in person. Another preferred method is through various trade shows that are well attended by Bahamian importers, as well as by restaurant and hotel management. Among the most frequented shows are the Americas Food and Beverage Show and the National Restaurant Association Show (NRA). Chefs also attend some of these shows, presenting another opportunity to enter the market. Commonly, larger hotels will import directly, as well as purchase from a distributor, due to the specific request of a head chef. In some cases the head chef will refer a potential U.S. supplier to their local importer. Negotiations can either be made with the importer or the purchasing manager depending on the circumstances. An important deciding factor for the food service industry is quality of product and reliability of supply when orders are placed.

## B. MARKET STRUCTURE

### Product Flow for Imported Products:



The distribution network in the HRI sector of the Bahamas is comprised of the local importer and direct purchasing from the island or purchasing organization established in the United States. Smaller restaurants and hotels rely heavily on local importers for almost all of their supply. Through local importers, these establishments can source smaller quantities of a variety of items. Most often, importers in the Bahamas will use suppliers located in south Florida to consolidate shipments that amount to less than a container load of products.

The larger hotels and resorts purchase roughly 40 percent of their food and beverage needs through local importers, while 60 percent is purchased directly from U.S. suppliers. Some hotels have even positioned offices in south Florida to facilitate shipment to the seaports of the Bahamas. Moreover, the chained food service establishments located in the Bahamas

typically import directly from U.S. buying offices. The restaurants and hotels located in the outer islands, known as the "Out Islands" or "Family Islands," have found unique ways for procuring food products at a decent price and on a timely basis. Products are typically shipped from New Providence Island to the outer islands by means of "mail boats."

Overall, every hotel or restaurant in the Bahamas operates differently. For example, a licensed pilot who owns a hotel in the Bahamas flies weekly to Fort Lauderdale to pick up his supplies. Another hotel in Nassau, which uses local importers for the bulk of their supplies, makes monthly buying trips to south Florida and shops in the local supermarkets for specialty items. Another small all-inclusive hotel features local seafood; however, they must supply the boat and fuel to local fishermen and then pay them market price for their catch! Smaller local restaurants tend to buy from local retailers, who give them a discount.

## C. SUB-SECTOR PROFILES

### 1. Hotels and Resorts

#### Selected Hotels and Resorts in the Bahamas:

| Name                                     | Location        | Number Of Rooms | Purchasing Agent                    |
|--|-----------------|-----------------|-------------------------------------|
| Atlantis Resort                          | Paradise Island | 2,317           | Direct Import/ Local Importers      |
| British Colonial Hilton                  | Nassau          | 291             | U.S. Buying Office/ Local Importers |
| Four Seasons                             | Exuma           | 350             | Local Importers                     |
| Our Lucaya Beach and Golf Resort         | Freeport        | 1,271           | U.S. Buying Office/ Local Importers |
| Sheraton Cable Beach                     | Cable Beach     | 700             | Direct Import/ Local Importers      |
| RIU                                      | Paradise Island | 400             | Local Importers                     |
| Sandals Royal Bahamian Resort            | Cable Beach     | 405             | U.S. Buying Office/ Local Importers |
| SuperClubs Breezes                       | Cable Beach     | 400             | Local Importers                     |
| Wyndham Resort and Crystal Palace Casino | Cable Beach     | 743             | U.S. Buying Office/ Local Importers |

#### Number of Hotels and Hotel Rooms: 2006

| ISLAND                 | NO. OF HOTELS | NO. OF HOTEL ROOMS |
|------------------------|---------------|--------------------|
| Nassau, New Providence | 52            | 4,601              |
| Paradise Island        | 13            | 4,037              |
| Grand Bahama           | 27            | 3,011              |
| Out Islands            | 191           | 3,280              |
| <b>Total</b>           | <b>283</b>    | <b>14,929</b>      |

Source: Bahamas Dept. of Statistics

There are over 280 hotels and nearly 15,000 rooms in the Bahamas. From the mega-resorts like Atlantis and Our Lucaya, to small hotels, any style of vacation can easily be accommodated. The popularity of large resorts has risen in recent years, bringing the construction of new properties and the renovation and expansion of older properties. In addition, there has been a trend of several large resorts offering optional all-inclusive packages.

Despite the great buying power of accommodation establishments of this size, local importers, which also serve as wholesalers/distributors, remain an important source due to both the ever-changing needs and limited storage space for dry and refrigerated goods of these establishments. Moreover, by using local importers for perishable products such as fresh produce, these establishments do not need to worry as much about spoilage as they would by importing directly from the United States. The table below illustrates Bahamian hotel purchasing of food and beverage products by source:

**Hotel Purchasing of Food and Beverage Products by Source: 2006**

| PRODUCT                 | LOCAL SUPPLIER | REGIONAL SUPPLIER | EXTRA-REGIONAL SUPPLIER |
|-------------------------|----------------|-------------------|-------------------------|
| Fish                    | 60%            | 0%                | 40%                     |
| Meats                   | 40%            | 0%                | 60%                     |
| Eggs                    | 100%           | 0%                | 0%                      |
| Fruit                   | 100%           | 0%                | 0%                      |
| Vegetables              | 25%            | 25%               | 50%                     |
| Dairy                   | 25%            | 25%               | 50%                     |
| Non-Alcoholic Beverages | 100%           | 0%                | 0%                      |
| Alcoholic Beverages     | 40%            | 0%                | 60%                     |
| Canned Goods            | 67%            | 0%                | 33%                     |
| Preserves               | 50%            | 0%                | 50%                     |
| Dry Goods               | 50%            | 0%                | 50%                     |
| Bakery Products         | 33%            | 0%                | 67%                     |

Source: Bahamas Hotel Association / Hotel Spend Study conducted in 2006 by Tourism Global Inc for the Caribbean Hotel Association with support from the ProInvest Fund of the European Union.

Atlantis, a Kerzner International resort located on Paradise Island, is the largest hotel in the Bahamas. The resort's billion-dollar, third phase of expansion is near completion. Included in the third phase expansion project are a 21-story hotel with 600 suites and a 21-story condominium/hotel tower with nearly 500 units. Once the project is completed, Atlantis will have a room inventory of approximately 4,000 rooms and over 50 food outlets on its property. Atlantis also recently expanded its warehouse storage to 50,000 square feet, of which 45 percent is refrigerated storage and the remaining is dry storage.

The Cable Beach hotel strip in Nassau is also currently undergoing a major transformation. Baha Mar Development Company's \$2.4 billion resort development project includes the expansion and major upgrades of its existing hotels and construction of new hotels on Cable Beach. Once completed, the Baha Mar Resort at Cable Beach will become one of the largest

vacation destinations in the Caribbean with over 3,000 rooms. Construction began in 2007 and is scheduled to be finished in early 2011. In addition, SuperClubs Breezes Bahamas Resort, which is located on Cable Beach, is also about to experience a multi-million dollar second phase of expansion. The expansion is to include 170 new rooms and suites and three new restaurants.

In addition to these projects on Paradise Island and New Providence Island, there are two large-scale development projects taking place on Grand Bahama Island, and another half dozen development projects (with 200 rooms or less) in the works in the outer islands of the Bahamas.

## 2. Restaurants

### Selected Restaurants in the Bahamas:

| Name                       | Location    | Type Of Cuisine           | Purchasing Agent |
|----------------------------|-------------|---------------------------|------------------|
| Cally's Restaurant         | Port Lucaya | Greek                     | Local Importer   |
| Europe Restaurant          | Nassau      | German                    | Local Importer   |
| Ferry House Restaurant     | Port Lucaya | Contemporary/<br>Bahamian | Local Importer   |
| Gaylord's                  | Nassau      | Indian                    | Local Importer   |
| Graycliff Hotel and Rest.  | Nassau      | French                    | Local Importer   |
| Green Shutters             | Nassau      | American/English          | Local Importer   |
| Harbour Lobster & Fish Co. | Port Lucaya | Caribbean                 | Local Importer   |
| House of Wong              | Nassau      | Chinese                   | Local Importer   |
| Oasis Café                 | Port Lucaya | Bahamian                  | Local Importer   |
| Ruby Swiss                 | Freeport    | Seafood/ Bahamian         | Local Importer   |
| The Poop Deck              | Nassau      | American/Bahamian         | Local Importer   |
| Villagio Restaurant        | Cable Beach | Italian                   | Local Importer   |

### Number of Restaurants (including take-away): 2005

| Island         | NO. OF RESTAURANTS |
|----------------|--------------------|
| New Providence | 301                |
| Grand Bahama   | 130                |

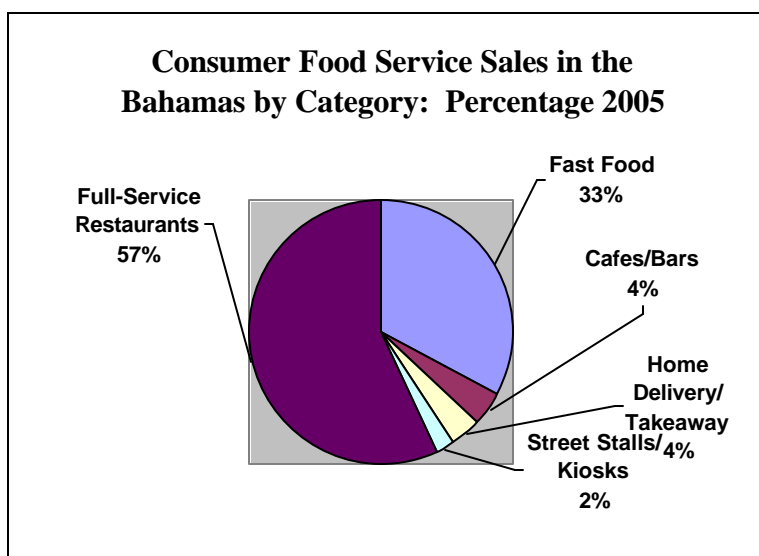
Source: Bahamas Department of Statistics

There are over 300 restaurants located in New Providence and around 130 located in Grand Bahama Island (Bahamas Dept. of Statistics, 2005). Most restaurants turn to local importers, which also serve as wholesalers/distributors, to source their imported food and beverage supply, while the majority of the seafood, bottled beverages, and seasonal fruits and vegetables tend to be bought directly from vendors on the island. For the most part, customers do not inquire about the brands used in their dishes; nevertheless they expect the quality of products to be on the same level as those offered in U.S. restaurants.

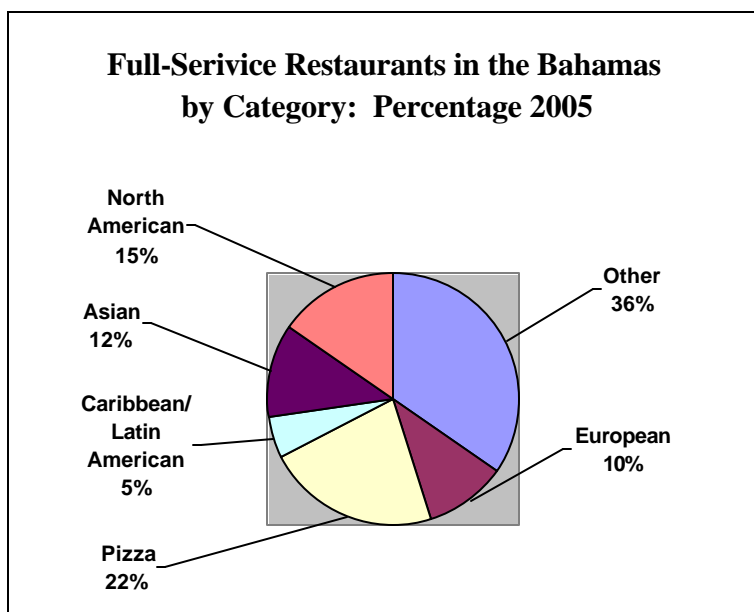
Nassau and Freeport offer a wide variety of restaurants, ranging from upscale to fast-food, and cuisine that reflects American, Bahamian, and international cultures. Local chains of restaurants mainly consist of Chinese and Bahamian cuisine and seafood. The independent restaurants in Nassau, which are located outside hotels, do not experience much decline in



clientele in the low season (which lasts from September to December) due to the fact that local residents also frequent these establishments. Even centrally located restaurants have only around 60 percent tourist clientele. The increase in per capita GDP and employment of women in the workforce has facilitated the spread of fast food eateries across urbanized areas. Kentucky Fried Chicken, McDonald's, Burger King, Wendy's, Dominoes Pizza, Dunkin Donuts, and Subway, typically import directly from U.S. buying offices. Shopping center developments near resorts like Atlantis and Our Lucaya also provide prime locations for independently owned restaurants. These restaurants have about 70 percent tourist clientele and rely heavily on local importers to provide their food and beverage supplies. According to Euromonitor International, in 2005 full-service restaurants accounted for the largest percentage of consumer food service sales in the Bahamas with 57 percent of the market, followed by fast food restaurants with 33 percent, cafes and bars with 4 percent, home delivery/takeaway with 4 percent, and street stalls/kiosks with 2 percent of the market. Additionally, in 2005, pizzerias contributed 22 percent of the total full-service restaurant sales, followed by North American restaurants with 15 percent, Asian restaurants with 12 percent, European restaurants with 13 percent, and Caribbean/Latin American restaurants with 5 percent.



Source: Euromonitor International



Source: Euromonitor International

### 3. Institutional

The institutional sector involves distribution to the prisons, hospitals, nursing homes, schools, and entertainment facilities such as arenas and stadiums. It accounts for less than 3-4 percent of the HRI trade and is supplied by the local importers and to a lesser extent, one wholesale club outlet in Nassau. Many of the local importers are involved in supplying the local banks, hospitals, and other institutions with a coffee program. In addition, there are over twenty companies that provide catering services in the Bahamas. These businesses mainly buy food products from local wholesalers and seafood from local fisheries. However, airline caterers that service carriers with flights to both Nassau and Freeport airports directly import food and beverage products from the United States.

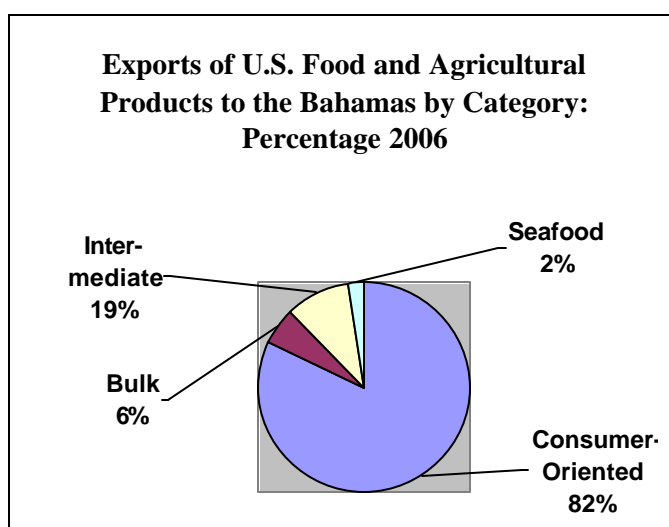
### SECTION III. COMPETITION

With regards to local competition, there are approximately 20 food and beverage processors of notable size located in the Bahamas. Approximately 50 percent of these processors are manufacturers of soft drinks and producers of mineral water. The remaining 10 processors specialize in the production of fish and fish products, poultry, fruit and vegetable products, dairy products, and sugar products. No beef or pork is produced locally, and only one major poultry producer remains. Two local seafood companies meet most of the demand for some types of seafood like grouper, lobster, and shrimp. In regards to the supply of local produce, the fruit and vegetable crop is seasonal and inconsistent in quality and quantity. However, in an effort to promote the use of local agricultural and food products, specifically produce and poultry, the Bahamian government uses a licensing system on the import of such goods. While the quantities of local food and agricultural production are low, any influence due to local competition is minimal. Yet, it is important to point out that producers of local water and soft drinks in Nassau and Grand Bahama account for most of the supply for their respective markets.

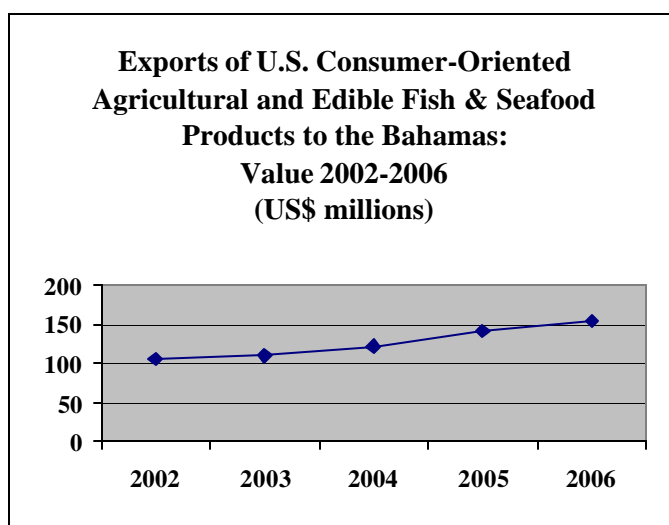
The competition with other nations varies between product categories. In 2005, the United States had a 90+ percent market share in almost all major product categories (Bahamas Department of Statistics). However, it is important to note that many products from other countries are transshipped through the United States. The close proximity of the United

States to the Bahamas allows for quicker and less expensive means of transport of U.S., as well as other foreign products. Nevertheless, it is assumed that the United States dominates in all major food categories. It is also important to point out that the Bahamas also imports a substantial amount of food products from Panama, Puerto Rico, and the Netherlands Antilles (St. Maarten). The geographic proximity of Puerto Rico, and the duty-free status of St. Maarten and Panama, makes these locations prime distribution hubs for food products originating from around the world.

In 2006, the United States exported approximately \$184 million worth of food, agricultural, and seafood products to the Bahamas. Of this amount, consumer-oriented agricultural products comprised roughly 82%, bulk products comprised 6%, intermediate agricultural products comprised 19%, and seafood products comprised 2%. U.S. trade statistics illustrate that in 2006 the United States exported approximately \$150.7 million of consumer-oriented agricultural products and \$4.4 million worth of edible fish and seafood products to the Bahamas, a 9% increase from the previous year, and a 46% increase from 2002.



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

| Overview of the Competitive Situation Facing U.S. Products in the Bahamas |                     |                            |  |
|---|---------------------|----------------------------|--|
| PRODUCT CATEGORY  | IMPORT VALUE (2005) | U.S. MARKET SHARE % (2005) | OTHER EXPORTERS  |
| Meat Products   | \$70.9 million      | 99.55%                     | Beef: Canada<br>Pork: Canada, Germany, U.K.<br>Lamb: Australia<br>Poultry: Canada, the United Kingdom                      |
| Fish and Seafood Products   | \$10 million        | 95%                        | U.K., Japan, Dominican Republic, Panama  |
| Processed Meat, Fish, and Seafood Products                                | \$27.5 million      | 96%                        | Canada, U.K., Other European Countries, Brazil, Jamaica, Panama, Other Caribbean and Latin American Countries              |
| Dairy Products  | \$28.3 million      | 89%                        | U.K., Canada, France, Holland, Ireland, France, Other European Countries, New Zealand, Brazil, Panama, Jamaica, and Guyana |
| Fresh Vegetables  | \$26 million        | 97%                        | Canada, U.K., Germany, Other Caribbean and Latin American Countries  |
| Fresh Fruit and Tree Nuts   | \$21.5 million      | 99.96%                     | Other Caribbean and Latin American Countries, U.K., Canada   |
| Processed Vegetable, Fruit, and Tree Nut Products                         | \$23.2 million      | 96%                        | Canada, Mexico, Panama   |
| Processed Cereal, Flour, Starch and Milk Products                         | \$27.3 million      | 94%                        | Numerous Countries   |
| Other Processed Foods   | \$45.6 million      | 97%                        | Numerous Countries   |
| Non-Alcoholic and Alcoholic Beverages                                     | \$64.2 million      | 87%                        | Italy, France, Canada  |
| Coffee, Tea, and Spices   | \$4.7 million       | 96%                        | Trinidad and Tobago, Jamaica, Chile, Other Caribbean and Latin American Countries, Canada                                  |
| Sugars and Sugar Confectionery  | \$9.7 million       | 85%                        | Canada, U.K., Brazil, Other Caribbean and Latin American Countries   |

Source: Bahamas Department of Statistics

**SECTION IV. BEST PRODUCT PROSPECTS****A. Products present in the market which have good sales potential:**

| <b>PRODUCT CATEGORY</b>                | <b>EXPORT VALUE (2006)</b> | <b>5-YR. AVG. ANNUAL EXPORT GROWTH</b> |
|--|----------------------------|--|
| Red Meats (fresh, chilled, and frozen) | \$25.6 million             | 66%                                    |
| Poultry Meat                           | \$20.3 million             | 151%                                   |
| Fruit and Vegetable Juices             | \$12.6 million             | 67%                                    |
| Dairy Products                         | \$12.3 million             | 87%                                    |
| Snack Foods                            | \$11.9 million             | 49%                                    |
| Wine and Beer                          | \$7.9 million              | 50%                                    |
| Fresh Fruit                            | \$6.7 million              | 273%                                   |
| Red Meats (processed and preserved)    | \$4.7 million              | 24%                                    |
| Fresh Vegetables                       | \$5.3 million              | 87%                                    |
| Breakfast Cereals                      | \$2.9 million              | 289%                                   |
| Eggs and Egg Products                  | \$713,000                  | 61%                                    |
| Tree Nuts                              | \$377,000                  | 67%                                    |

Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

**B. Products not present in significant quantities but which have a good sales potential:**

The Bahamas has a wide variety of products available. However, importers and consumers are always interested in new food and beverage alternatives.

**C. Products Not Present Because They Face Significant Barriers:**

In an effort to promote the use of local agricultural and food products, the Bahamian government uses a licensing system on the import of goods such as whole poultry and fresh produce. However, there is sufficient demand to allow certain quantities to remain in the market.

**SECTION V. POST CONTACT AND FURTHER INFORMATION****A. FOR MORE INFORMATION OR FOR AN IMPORTER LIST, PLEASE CONTACT:**

Caribbean Basin Agricultural Trade Office  
 Foreign Agricultural Service  
 United States Department of Agriculture  
 909 SE 1st Ave, suite 720  
 Miami, Florida 33131

Phone: (305) 536-5300  
Fax: (305) 536-7577  
Email: [cbato@cbato.net](mailto:cbato@cbato.net)

Sarah Hanson, Director  
Email: [cbato@cbato.net](mailto:cbato@cbato.net)  
Omar González, Deputy Director  
Email: [omar@cbato.net](mailto:omar@cbato.net)  
Graciela Juelle, Marketing Specialist  
Email: [grace@cbato.net](mailto:grace@cbato.net)  
Kay Logan, Marketing Intern  
Email: [kay@cbato.net](mailto:kay@cbato.net)

Please visit our website for promotional activities, trade statistics, and more reports on the retail and food service sectors and on food import regulations for several Caribbean islands.  
<http://www.cbato.fas.usda.gov>

Basic country information may be found in the Central Intelligence Agency's World Fact Book under the Bahamas  
<http://www.odci.gov/cia/publications/factbook>

Department of Commerce  
U.S. Commercial Service  
Information on marketing U.S. products and services is in the Country Commercial Guide for the Bahamas  
<http://www.export.gov>  
Click on Market Research link, then click on Market Research Library

## **B. Other sources of Information on the Bahamas:**

American Embassy of the Bahamas  
Economic/Commercial Section  
P.O. Box N-8197  
Nassau, Bahamas  
Tel: (242) 322-1181  
Fax: (242) 328-3495

Bahamas Department of Statistics  
Clarence A. Bain Building  
P.O. Box N-3904  
Nassau, Bahamas  
Tel: (242) 325-5606  
Fax: (242) 325-5149

Bahamas Hotel Association  
SG Hambros Bldg.  
Goodman's Bay  
P.O. Box N- 7799  
Nassau, Bahamas  
Email: [bha@bahamashotels.org](mailto:bha@bahamashotels.org)  
Phone: (242) 322-8381/2  
Fax: (242) 502-4220  
Website: [www.bhahotels.com](http://www.bhahotels.com)

Bahamas Ministry of Tourism  
P.O. Box N-3701  
Nassau, Bahamas  
Phone: (242) 302-2000  
Fax: (242) 302-2098  
E-mail: [tourism@bahamas.com](mailto:tourism@bahamas.com)  
Website: [tourismbahamas.org](http://tourismbahamas.org)

Bahamas Customs Department  
Mr. John Rolle  
Comptroller of Customs  
Thompson Boulevard  
P.O. Box N-155  
Nassau, Bahamas  
Phone: (242) 325-6550  
Fax: (242) 322-6223  
E-mail: [johnrolle@bahamas.gov.bs](mailto:johnrolle@bahamas.gov.bs)  
Website: [www.bahamas.gov.bs/customs/](http://www.bahamas.gov.bs/customs/)

Bahamas Chamber of Commerce  
P.O. Box N-665  
Nassau, Bahamas  
Phone: (242) 322-2145  
Fax: (242) 322-4649

Grand Bahama Chamber of Commerce  
P.O. Box F-40808  
Freeport, Grand Bahama, Bahamas  
Phone: (242) 352-8329  
Website: [www.thegrandbahamachamberofcommerce.com](http://www.thegrandbahamachamberofcommerce.com)